

Efficient Funding of Long-Term Care

Variable Annuity

The client

Age 60+; has \$150,000 from a large build up in a Non-Qualified Variable Annuity; being offered 155% of value between cash value and income account value; views proceeds as growth or emergency money.

The situation

Do you have clients with nonqualified annuities you're unable to move due to a high guaranteed interest rate?

Agent realizes the client no longer needs income from the rider on the policy. Client wants a more effective and efficient way to cover long-term care (LTC) expenses.

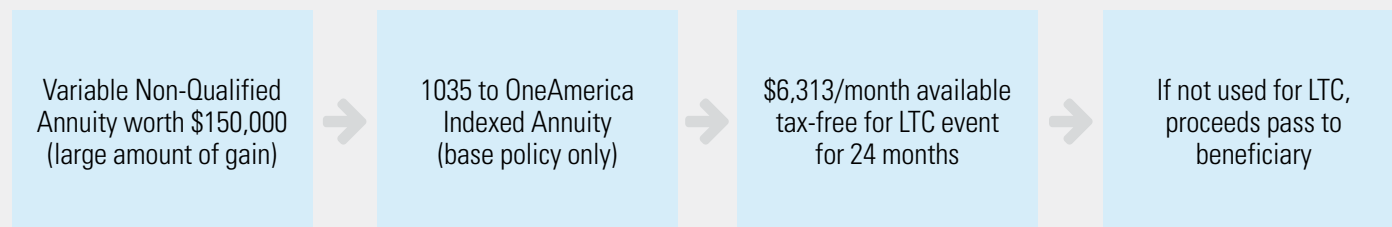
A solution

To address the specific concerns of the client, recommend Indexed Annuity Care®, base policy only.

This solution offers the client on \$150,000:

- The ability to access gain tax-free for extended care or LTC events
- A 50.5% tax-free income stream for 24 months (\$6,313 a month) for qualifying LTC expenses
- Can add a spouse or other insured giving both access to the full monthly benefit
- Guaranteed factors increasing annually to determine benefit amount before triggered
- Retain access and control over the assets just like in current annuity
- No medical underwriting or cognitive phone interview for base policy only
- Ability to add a rider doubling pool of assets or getting lifetime coverage (requires cognitive phone interview)

Summary of recommendation



Note: Products issued and underwritten by The State Life Insurance Company® (State Life), Indianapolis, IN, a OneAmerica® company that offers the Care Solutions product suite. Indexed Annuity Care form number series: ICC14 SA36, ICC14 R529 PPA, ICC14 R530 PPA. Not available in all states or may vary by state. All numeric examples are hypothetical and were used for explanatory purposes only. • **NOT A DEPOSIT** • **NOT FDIC OR NCUA INSURED** • **NOT BANK OR CREDIT UNION GUARANTEED** • **NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY** • **MAY LOSE VALUE**

ONEAMERICA® is the marketing name for the companies of OneAmerica | OneAmerica.com